

SPEECH OVERVIEW: "Here Comes the Judge!"

This session looks at competitions from the view of judges *and* teachers. You'll laugh (or even cry!) during skits starring the judges of your worst nightmares. You might recognize "He Who Shall Not Be Named" and his list of "unhelpful" criticisms, "Miss Way-too-Nice" who loved every note and had no suggestions, "Mr. Spell Check" who got so carried away with minute details that he forgot real people were performing real music, "Mr. Self Important" who loved to demonstrate and prove how much better he was than anyone else, and "Miss Past Her Prime" who sounded worse than the middle school performer.

Learn ways to motivate your students and prepare them for competition *and* to be the judge everyone admires.



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Judges will learn to:

- Put contestants at ease
- Balance the value of musicality vs. pyrotechnics
- Tell the truth...to a certain point
- Make suggestions for lasting improvements in students' playing
- Motivate contestants to compete again

School and private teachers will learn to:

- Use contests as valuable motivators
- Determine your own responsibilities in preparing your students
- Know when, what, and how to appropriately choose music
- Use goal setting to inspire students to improve
- Help students deal with rivalries
- Prepare students' music *and* minds for a contest
- Help struggling students
- Talk to parents who judge your teaching by the results of the contest
- Help students and parents rethink the idea of winners and losers

You'll leave this lively, interactive session knowing the best ways for students, teachers, and judges to weather the trials and triumphs of competition and eagerly await the next event!

SPEECH OVERVIEW: “You Already Taught Me That??”

Are what you teach your students and what they retain two different things? Do you run out of time in each lesson? Do you spend too much time teaching the music and not have enough time teaching the whole musician? This session will give you practical ideas for more efficient and effective teaching. The Music For Life two-notebook system is a small but powerful tool.

This notebook system enables students to better identify, locate, and use information they’ve learned and gives them a lasting resource of information they’ve been taught. Taking an active part in their learning increases students’ enthusiasm and retention of the material. Knowing how to access information and apply it allows students to become more self-sufficient and self-confident musicians.



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What are the advantages for the teacher? The MFL system helps teachers see at a glance what they’ve taught and what still needs to be covered. Teachers never again have to waste valuable lesson time repeating themselves and can get more done in less time. And the Music For Life notebook system is free!

You’ll learn:

- Novel ways to inspire and energize your studio.
- A foolproof way to keep you *and* your students organized
- Techniques to help students to become inquisitive, independent learners and self-directed practicers
- Ways to save time, energy, and stress at the lessons

Come see how a small change in your teaching method can make *big* changes in your Life!

SPEECH OVERVIEW: “Bridging the Gap: Helping Our Students Get a Head Start after Academia”

What’s the difference between a pizza and a musician? A pizza can feed a family of four!

What’s the difference between an amateur musician and a professional musician? An amateur musician has a day job; a professional musician has a spouse with a day job.

The robber pointed the gun at the man and demanded, “Your money or your life!” He responded, “I’m a musician, I don’t have money or a life!”

People say jokes are funny because they have an element of truth in them but sometimes the truth isn’t all that funny.

As private teachers and college professors we’re responsible for preparing our students to thrive in today’s competitive music world. To do so, we must develop the whole musician and



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equip students with the musical and practical business skills they’ll need to succeed.

Our role as teachers

- Be honest about the student’s capabilities
- Be honest about life as a musician
- Teach independence
- Be a role model

Prepare our students to become entrepreneurs

- Goal setting
- How to brand yourself
- Self-analysis to discover what you want to do and what you’re willing to do
- Networking

Classes and counseling we can offer:

- Studio class
- Mock auditions
- Career workshops
- Bring in professionals

Are we offering courses that will help our students earn a living as musicians? Is it the responsibility of music schools to teach students to become entrepreneurs as well as musicians?

Learn what other teachers and other schools are doing to prepare our students for the rest of their lives.

SPEECH OVERVIEW: "Transform Your Teaching!"

Whether you've taught for years, or recently opened your first studio, Bonnie's fun, inspirational session will equip you with ideas and strategies to improve the quality and enjoyment of your teaching, and make a lasting impact on your students' lives.

Sharing her own musical journey and stories of many students she's had (yes! All the stories are true!) Teachers will identify with the problems and delight in the solutions.

Highlighting the teaching strategies she has developed during her 35 years of owning her successful studio, Bonnie will share novel ways to:

- Base your teaching on relationships
- Make your studio a special club
- Set high standards
- Create an atmosphere of learning
- Instill pride and respect in your students
- Encourage students to become independent thinkers, self-motivated practicers, and happy competitors
- Have more fun in every lesson

You'll leave this session with the tools and inspiration you need to create the studio of your dreams, full of students who love their lessons and their teacher.



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SPEECH OVERVIEW: "How to be a Great Student"

You've got a great instrument and a great music teacher. Now the rest is up to you. How do you make the most of each lesson and create a positive student-teacher relationship? In this workshop you'll learn everything you need to become a great student.

Have you ever wondered:

- *Is it okay to call my teacher late on Saturday night?*
- *How late is too late to cancel a lesson?*
- *Will my teacher see gifts as a bribe?*
- *What's a sure fire way to put my teacher in a good mood?*
- *Is there anyway to fake it when I haven't practiced?*



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This fun session starts out with skits about horrible students that will make you laugh, blush, and vow to not be like them.

Attend this session, and you'll learn:

- What makes teachers happy
- What irritates every teacher
- What your teacher can and can't do for you
- How to make the most of the hour in the studio
- Ways to get your teacher to appreciate having you as a student
- The secret to getting back in your teacher's good graces
- Ideas to make lessons more fun for both you and your teacher

Students may see themselves in this skit, and teachers can bring back these ideas to their studios.

Students and teachers alike will enjoy these tips and tricks to getting the most out of lessons

SPEECH OVERVIEW: “Do Something Different”

Clueless Chris learns well during lessons but makes little improvement at home. He depends on his mother during practice sessions or waits until his teacher leads him step by step.

Whining Wendy complains bitterly about assignments. This piece has too many black notes, and the next piece is too long. She is very capable of handling material at this level, but never without a fight.

Bored Brad has been studying piano with the same teacher since he was 4. He has lost his excitement for lessons and thinks changing teachers is the answer.

Fur Elise Frieda can't wait to play the great literature, and her mother is pushing you to assign a harder piece. Too bad it never sounds great when she plays it.

Jumpy Justin is a wiggly 6 year old, better suited for recess than recitals. Can anything but a straight jacket or drugs keep him focused?



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Becoming a successful music teacher or music student has many challenges. All too often, we are faced with problems we feel unqualified to handle and wish we had the support of a personal teaching mentor. Bonnie will give teachers creative and practical ideas to motivate and inspire their students and themselves.

Troubleshoot Problems

- Analyze the cause of the problem
- Consider: Is the problem with the assignment or my instruction?
- Reevaluate standards
- Be more demanding
- Be less demanding
- Slow down the pace

Turn around complaints

- Divide and conquer assignments
- Use psychology

Do Something Different

- Vary the music room
- Vary the lessons
- Vary the practice sessions
- Change your attitude!

Ending the session showcasing her wacky teaching toys, everyone will have new ideas and tricks to tackle their teaching challenges.

SPEECH OVERVIEW: “Music In The Real World”

How many of our students view music as something they do at their lessons and at home practice but not as part of their real world? How can we get kids to embrace music so that it becomes part of what they do and who they are forever?

This session, *Music in the Real World*, provides ideas and techniques that hook kids into loving their lessons, their music, and you as their teacher.

Learn how to give your students the skills to be independent, make music part of their day and their identity, and create opportunities to share with others.

Our goal is to help students embrace music so that it becomes part of their real world now *and* after they quit lessons. And isn't that what we want for all of our students?

In this session, you'll learn how to:

- Make your studio a special club
- Build studio relationships through special events
- Sneak music history and theory into lessons
- Reach out to your students beyond the studio
- Create independent learners
- Make music fun so they'll come back for more!



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SPEECH OVERVIEW: “Get Paid What You’re Worth”

Being a music teacher is our passion but it is also our profession and we deserve the same respect and money (!) as other valued professions. Musicians hate to talk about money but we must learn to become productive entrepreneurs or we won’t be able to continue our passion.

In this session, you’ll learn:

- How to set up a studio
- Why a studio policy really pays off
- How to get paid what you’re worth
- What to do about those darn make up lessons
- Different fee structures in a tuition based model
- How to add value and add money to your regular teaching fees
- How to create multiple income streams
- The answer to having higher student retention
- Cheap tricks for studio events
- The secret to continued financial success as a teacher
- When money isn’t enough



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SPEECH OVERVIEW: "Jump Start Your Teaching"

Including much of the information in ***Making Money Making Music***, this session is designed for the college student. Students will get off to a good start when they learn:

- The real reason to become a music teacher (it's not what you think!)
- Why, where, what, when and how to set up a private studio
- How to become "famous"
- The secrets to transforming yourself from a college student to a paid professional
- The business side of music
- How to gain the respect of both parents and students
- Why having high standards from the very beginning can effect your career
- The behind the scenes life of a professional musician
- The top mistake most new teachers make
- What they forgot to tell you in college: lessons learned from years of experience



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